

2011 Military Health System Conference

Getting Enrollment Right: Perspectives From MHS Health Care Systems

The Quadruple Aim: Working Together, Achieving Success

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24 January 2011



Navy Medicine



Getting enrollment right

- Define enrollment and discuss its historical use in primary care
- Compare and contrast enrollment in the Patient Centered Medical Home (PCMH)
- Explore the impact on quality and cost if we don't get enrollment “right”
- Consider one basic approach to enrollment in search of improving access and performance

Enrollment and primary care



- Enrollment versus empanelment
- HA policy 99-033 (Dec 99) “PCM by name”
- HA policy 09-015 (Sep 09) “PCMH policy”
- Why enroll?
 - Accountability and tracking
 - Improve health outcomes through continuity
 - Improve satisfaction: patients and providers



Why define a panel?

- Patient satisfaction
- Predicts workload for each provider on team
- Predicts demand for services (not just visits)
- Helps in evaluating provider performance against peers
- Proper planning should improve continuity—leading to improved health outcomes

Enrollment in the medical home



- PCMH evolves large “clinic” to micro-practices
- Adjustments for other duties outside face to face continuity practice
- Successful planning will have impact on:
 - PCMBN continuity
 - Team continuity
 - ER utilization and other leaks of primary care
 - Performance on quality metrics
 - Patient satisfaction

Enrollment in the medical home



- Setting the “number” isn’t the entire solution
- Establishing accountability and business rules is equally important
 - Asynchronous messaging / T-cons
 - E-visits
 - Nurse and team based care
- Measuring performance and providing feedback to providers is critical



The Quadruple Aim



Readiness

Ensuring that the total military force is medically ready to deploy and that the medical force is ready to deliver health care anytime, anywhere in support of the full range of military operations, including humanitarian missions.

Experience of Care

Providing a care experience that is patient and family centered, compassionate, convenient, equitable, safe and always of the highest quality.

Population Health

Reducing the generators of ill health by encouraging healthy behaviors and decreasing the likelihood of illness through focused prevention and the development of increased resilience.

Per Capita Cost

Creating value by focusing on quality, eliminating waste, and reducing unwarranted variation; considering the total cost of care over time, not just the cost of an individual health care



Impact on Quadruple Aim

- Enrollment correlates with continuity
- Sustained continuity of care has been shown to improve health outcomes:
 - Increasing provision of preventive services
 - Improving outcomes in chronic diseases such as diabetes and asthma
 - Decreasing hospitalizations and emergency room utilization

SOR B: Does continuity of care improve patient outcomes?

Cabana J, Lee S.

2011 MHS Conference

Journal of Family Practice. 2004: Vol. 53, No. 12



Impact on Quadruple Aim

- Continuity of care correlates with patient satisfaction
- Patients satisfaction with care predicts:
 - Choice of healthcare plan
 - Compliance with prescribed regimens
 - Improved outcomes
- IOM report on primary care
 - “Sustained partnership” is important



Outcomes of Implementing Patient-Centered Medical Home Interventions: A Review of the Evidence From Prospective Evaluation Studies in the United States

Updated November 16, 2010

**Kevin Grumbach, MD, Paul Grundy, MD,
MPH**

Evidence continues to mount.....



- Group Health, Geisenger, VA, Blue Cross Blue Shield, Medicaid (NC, CO) and others...
 - Decreased PMPM
 - Decreased ER utilization
 - Decreased admissions
 - Improved quality metrics
 - Improved customer satisfaction (patients and staff)



Building a Successful Enrollment Capacity Model



Information to gather

- What is the current enrollment?
- Provider staffing and specialty mix?
- What will micro-practices (teams) look like?
- What duties interrupt continuity practice?
- Examine clinic templates; available time
- Historical demand for care from patients



Step 1: Determine the C-FTE

- Determine each providers clinical full time equivalent (c-FTE)
- Enrollment for 1.0 FTE in Navy = 1100-1300
- 1.0 FTE is full time provider seeing clinic each day no other duties
- Others will need deductions based on time away from continuity practice
- Graduate Medical Education enrollment capacity models include added complexities

Deductions to be considered

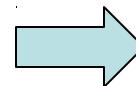


- Inpatient duties
- In house call
- Procedure clinics
- Director or Department Head
- Hospital committees or other major administrative assignments
- Specialty Leader
- AHLTA or Essentris champion



Provider example

- Doctor Smith
 - Family Physician
 - 1 of 10 providers that covers inpatient
 - Call 1:10 nights (phone)
 - Procedures one half day week
 - Department Head



Deduction	1.0 FTE
Dept Head	- 0.3
Inpatient	- 0.1
Call	- 0.0
Procedures	- 0.1
C-FTE=	0.5

C-FTE should correlate to enrollment



Step 2: Determine panel size/demand

Panel Size:

0.5 c-FTE X 1100/FTE

=

550 patients

Capacity / demand:

Average demand = 4 visits per year

550 X 4 visits =

2200 visits



Will Doctor Smith be able to support his patient's demands?

How can you determine?



Step 3: Check availability vs demand

Availability:

- Five ½ days of clinic per week on average (0.5 c-FTE)
- 3 appointments / hr
- 4 bookable hrs
- 44 weeks available
 - 4 weeks vacation
 - 2 weeks TAD/CME
 - 2 weeks Holidays/Other

Anticipated capacity:

44 weeks X 5 half days X
12 appointment slots
=

2640 slots

Dr Smith should be able to handle a panel of 550, perhaps more!



But what if.....

- Only 2 appointments per hour?
 - Capacity then 1760!
- Historical demand is 6 visits per year?
 - Demand then 3300 visits!
- Provider practices vary?
 - Follow ups
 - Use of secure messaging
 - Team based practice and demand management



Building the team...

Provider	Deductions	C-FTE	1100 / FTE	1200 / FTE	1300 / FTE
Dr Smith	0.3 DH; 0.1 IP; 0.1 PR	0.5	550	600	650
Dr Evans	0.1 IP; 0.1 PR; 0.1 AC; 0.1 TL	0.6	660	720	780
FNP Rogers	None	1.0	1100	1200	1300
PA Willow	None	1.0	1100	1200	1300
		3.1	3410	3720	4030

**DH=Department Head; IP=Inpatient coverage;
PR= procedures; AC=AHLTA champion; TL: Team leader**



Enrollment adjustments

- If your current enrollment is:
 - Higher than enrollment capacity model
 - Amortize proportionally across panels
 - Open up enrollment if backlog cleared
 - Lower than enrollment capacity model
 - Close enrollment
 - Allow drift down
 - Consider additional hires if space, staff
 - Move to another Medical Home or Clinic?



For example

- Practice of 10 providers
- C-FTE = 8.7 after deductions = 9,570 enrollment capacity at 1,100 / FTE level
- Current enrollment:
 - 6,000 Tricare prime enrollees
 - 4,000 must sees (students)
- The practice is currently over enrolled by 430
- Close enrollment and hold. Amortize surplus across all providers based on their c-FTE



Same practice....

- Recall that the enrollment capacity is 9,570
- Change current enrollment to:
 - 3,500 Tricare prime
 - 5,000 must sees (students)
- Under enrolled by 1,170 (12%)
- Fill each panel to roughly 88% of capacity
- Ensure enrollment is open
- Consider incremental openings to optimize enrollment across All panels



Common Pitfalls Affecting Success



Pitfall #1

**"MUST SEES" INCLUDING
STUDENTS, FOREIGN
NATIONALS, ETC MUST BE
INCLUDED IN
ENROLLMENT CAPACITY
MODELS TO SUCCEED AT
ACCESS AND CONTINUITY!**



Pitfall #2

**ANALYZE HOW MANY NON
ENROLLED PATIENTS YOU
ARE SEEING THAT YOU
SHOULD NOT BE (STD,
NETWORK) AND
CONSIDER ENROLLING
THEM**



Pitfall #3

**HIRING OCO BACKFILLS
TO COVER DEPLOYED
PERSONNEL AND THEN
ENROLLING PATIENTS TO
THEM....USE THEM LIKE
LOCUM TENEMS
COVERAGE**



Pitfall #4

**ENROLLING PCM'S AT ONE
SITE TO THEIR MAXIMUM
AVAILABILITY THEN USING
THEM AT MULTIPLE
CLINICS IN LOCAL AREA
ALTERING THEIR
AVAILABILITY TO
CONTINUITY PRACTICE**

Final Step: Execute!



- Planning versus execution
- Confounding variables to be addressed:
 - Age and gender mix
 - Chronic Disease burden
 - Special populations (OB, infants)
 - Does actual practice = model assumptions?
 - Business rules
 - Team based practice?
 - Provider behaviors?

2011 Military Health System Conference

Getting Enrollment Right

The Quadruple Aim: Working Together, Achieving Success

COL (RET.) Ken Canestrini, MSC, USA

25 January 2011



Department of the Army
Medical Department



ARMY FAMILY COVENANT

Keeping the Promise



We are committed to improving Family readiness by:

- Standardizing and funding existing Family programs and services
- Increasing accessibility and quality of healthcare
- Improving Soldier and Family housing
- Ensuring excellence in schools, youth services, and child care



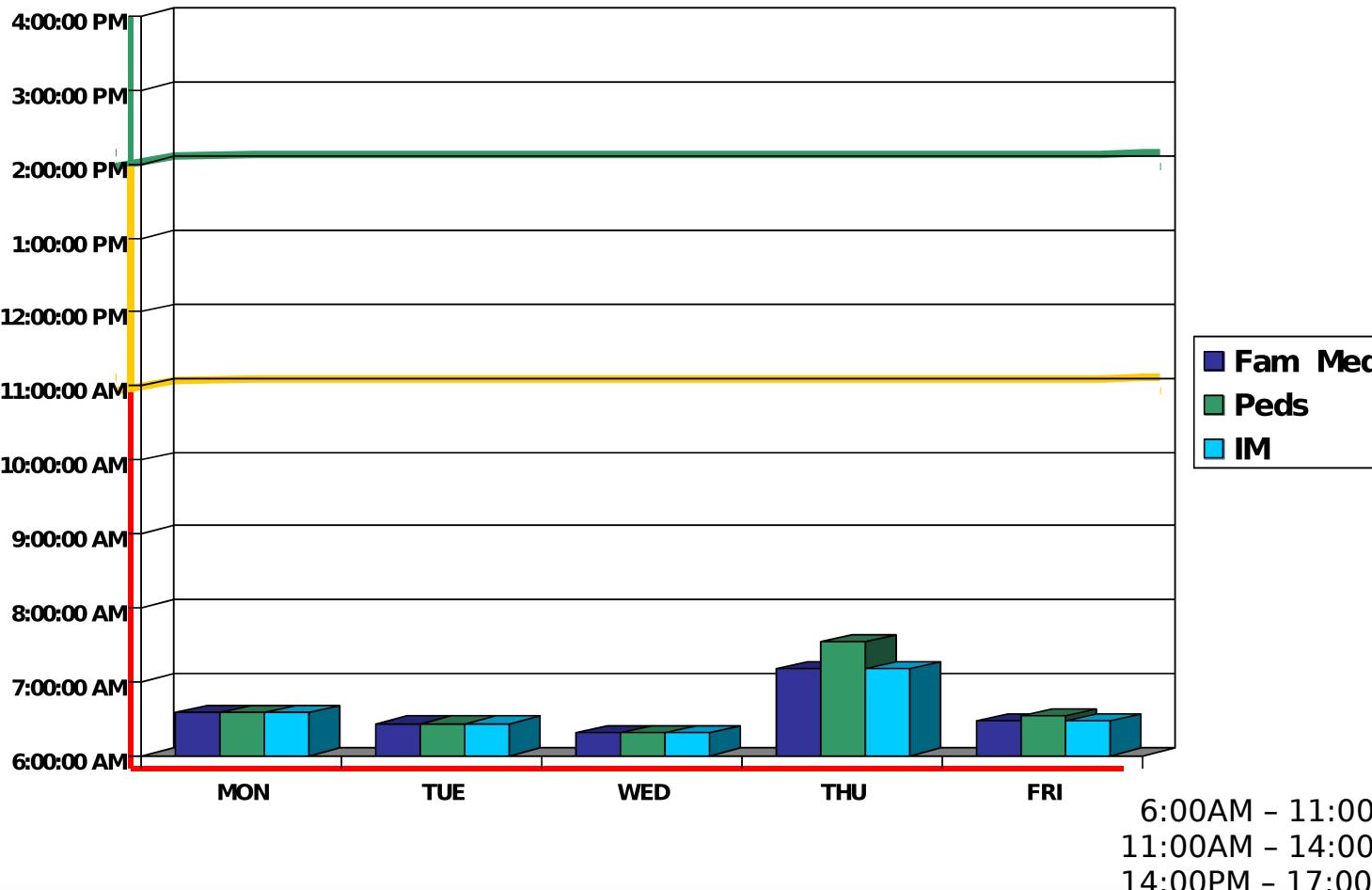
Reality is?

- TSG Blog comments:
 - Access is horrible
 - Access at MTFs seems to be getting worse
 - Told that the books are full/closed and she should just keep calling back

But.....

- August 2008 Army has 900K additional Enrollment Capacity

FHC 14-18 JAN 08 Access to Care Status: RED



Elements for Improving Access to Care



“Right Provider, Right Time, Right Venue”

- MTF capacity aligned with number of beneficiaries
- Provider availability
 - Beneficiary understanding of how to obtain access
 - Reduce friction at key points of access:
 - Phone Service
 - Online Appointment
 - Follow-up Appointment
- Clinic schedule management
- Accounting for all patients requesting access to primary care
- Civilian network
- Leveraging technology
- Command oversight



Enroll to MTF's Capacity

Issue: Over-enrollment reduces access

Goal/Objective: Enrollment to be within 5% of MTF capacity

Metric/Milestones:

Establish minimum baselines for PCM panel sizes

Conduct assessment of MTF capacity (Nov-Dec 08)

- 28 PCMs Teams approved for 12 MTFs (Dec 08)
(\$12 million)



Provider Availability

Issue: Appointments to meet demand

Goal/Objective: Require minimum PCM availability

Metric/Milestones:

- Military PCM: 213 workdays (6 hrs of Clinic)*
- Civilian PCM: 218 workdays (6.5 hrs of clinic)
- Contract PCM: 240 workdays (7 hrs of clinic)

*military provider has additional military training and leader development requirements

PCM Panels Vary That's OK



CLINIC	# ENROLLED	# of PCMs	PANEL RANGES
QU	17K	15 PCMs	(800 - 1,387)
RA	10K	10 PCMs	(450 - 1,270)
BB	17K	17 PCMs	(551 - 1,380)
ABCD	30K	60 PCMs	(62 - 1,114)

PCM's Available Clinical Time
make up panel)

Utilization Rate of Pts (type of patients that

Support Staff

Clinic Design/Infrastructure

MEDCOM'S AUTOMATED STAFFING ASSESSMENT MODEL (ASAM)



- How do we get to the correct Provider Ratio?
- Although 1,178 was the “golden” number – many do not know why
- 2,080 hours in a work year = 260 **work days** (no leave or TDY, etc.)
- Minus 30 (non-weekend) **days of leave** (six work weeks lost)
- Minus 5 days **CME**, 5 days **MilTrng**, and 5 days of **general admin** (15 days)
- 215 work days (military)
- 7.5 work hours per day in clinic and 0.5 hours in “admin”
- 20 minute appointments, generates roughly 22.5 visits per day
- Old standard (not wrong, things are changing) of 4.1 visits annual Utilization Rate
- 215 days X 22.5 visits/day = 4,837 visits ... Divided by 4.1 UR = 1,179

ASAM: Family Medicine Military Physician



$$\begin{array}{lcl} \text{20 Min Appts} & \times & 7.5 \text{ hrs} \\ \text{22.5 Appts} & \times & 215 \\ \hline 4837.5 & \div & 4.1 \end{array} = \begin{array}{l} \boxed{\text{Work Days}} \\ 22.5 \text{ Appts per Day} \\ 4837.5 \text{ Annual} \\ 1178 \text{ Enrollment} \end{array}$$

The diagram illustrates a calculation for a Family Medicine Military Physician's workload. It starts with 20-minute appointments (Appts) multiplied by 7.5 hours to get 22.5 appointments per day. This is then multiplied by 215 workdays to get an annual total of 4837.5 appointments. Finally, dividing this annual total by a utilization rate of 4.1 yields an enrollment figure of 1178. Two green arrows point from the text "Work Days" and "Utilization Rate" to their respective components in the calculation.



Clinic Time Drives Panel Size

POSSIBLE WORK DAYS	EXPECTED HOURS IN CLINIC	ANNUAL HOURS	PANEL SIZE	
MILITARY 213	6 	1,278	935	3,834 VISITS
	4 	852	623	2,556 VISITS
	2 	426	312	1,278 VISITS

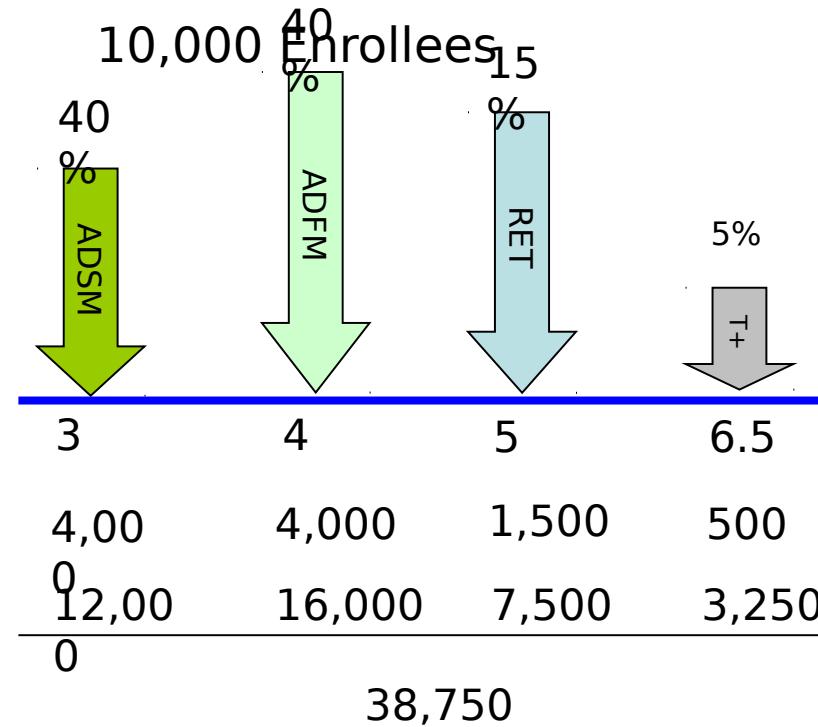
CIVIL SERVICE 218	7 	1,526	1,117	4,580 VISITS
	6 	1,308	957	3,924 VISITS
	5 	1,090	798	3,292 VISITS

CONTRACTOR 240	7 	1,680	1,170	4,800 VISITS
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PCM Enrollment / Availability



Family Practice Clinic



$$38,750 / 252 \text{ wk days} = 154 \text{ appts per day}$$

* HA Policy 00-001ratio

Utilization Rates, Provider Type, and RVUs to Determine Panel Sizes



Military Provider	RVU	Encounters/Day	Clinic Days/Year	Annual Encounters	Utilization Rates (Visits/Year)				
					4.1	3.9	3.7	3.5	
					Panel Size				
213	FP and FNP	2.2	18	3834	935	983	1036	1095	
	PA, Flt Med, GMO	2	20	4217	1029	1081	1140	1205	
	Pediatrics NP	2.6	15	3171	773	813	857	906	
	Pediatrician	6	16	3374	823	865	912	964	
	Internist	2.3	17	3667	894	940	991	1048	
	RVU Standard = 39.6 RVU/Day								

Family Medicine Clinic Example



$$38,750 / 252 \text{ wk days} = 154 \text{ appts per day}$$

- $154 / 21 \text{ appts} = 8$ (7.3) PCMs in clinic each day for 7 hrs (\$1.6M)
- $154 / 18 \text{ appts} = 9$ (8.5) PCMs in clinic each day for 6 hrs
- $154 / 14 \text{ appts} = 11$ (11) PCMs in clinic each day for 5 hrs
- $154 / 12 \text{ appts} = 13$ (12.8) PCMs in clinic each day for 4.3 hrs (\$2.6M)

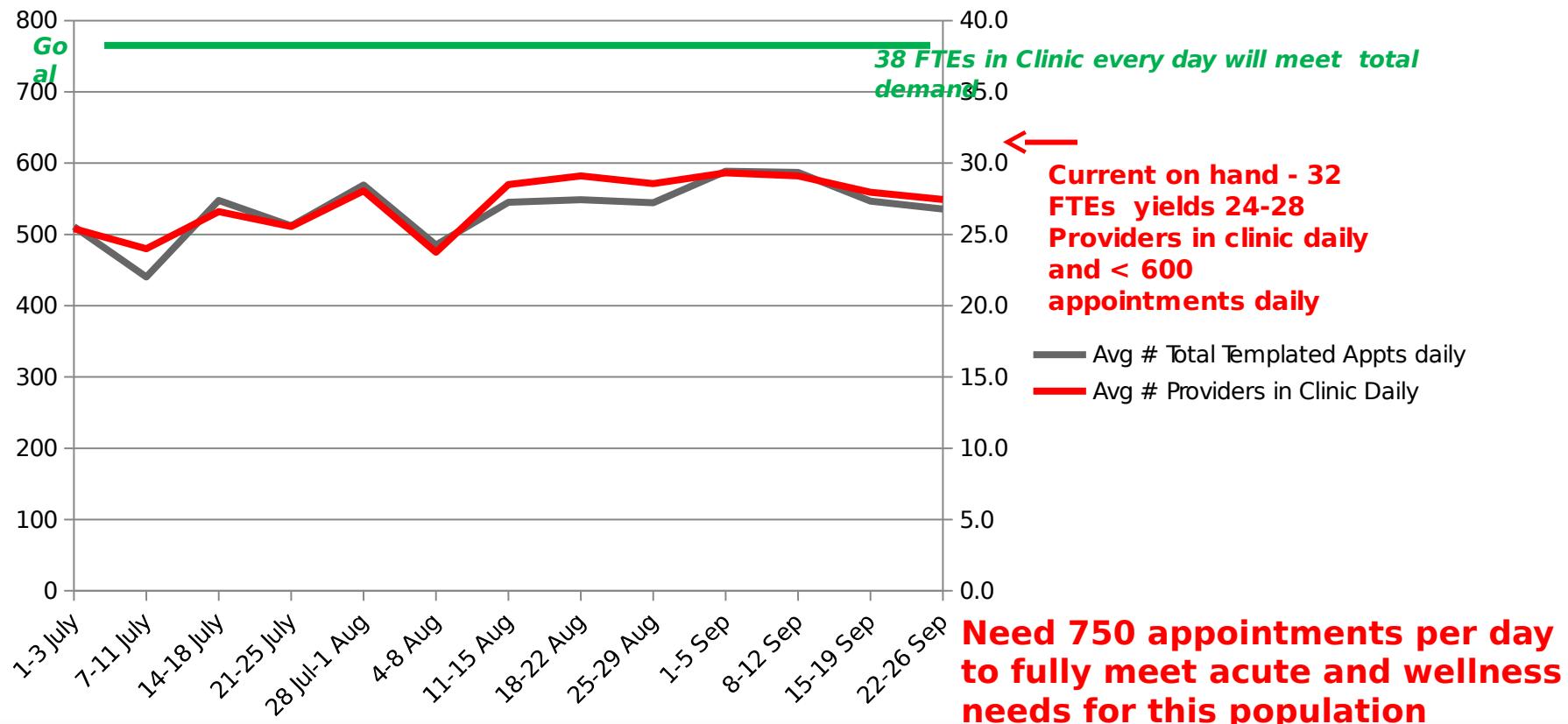


Decreasing Percentage of Time in Clinic requires more Providers to Meet Demand and Access Standards



Are you checking?

ACCESS TO CARE - directly correlated with # of providers in clinic per day



DARNALL AMC-FT. HOOD

Total PC Encounters	Oct08-Dec08	Oct09-Dec09
Total Required	88,397	93,110
Total Completed	75,188	97,169
Shortfall	(210 per day)	(-64 per day)

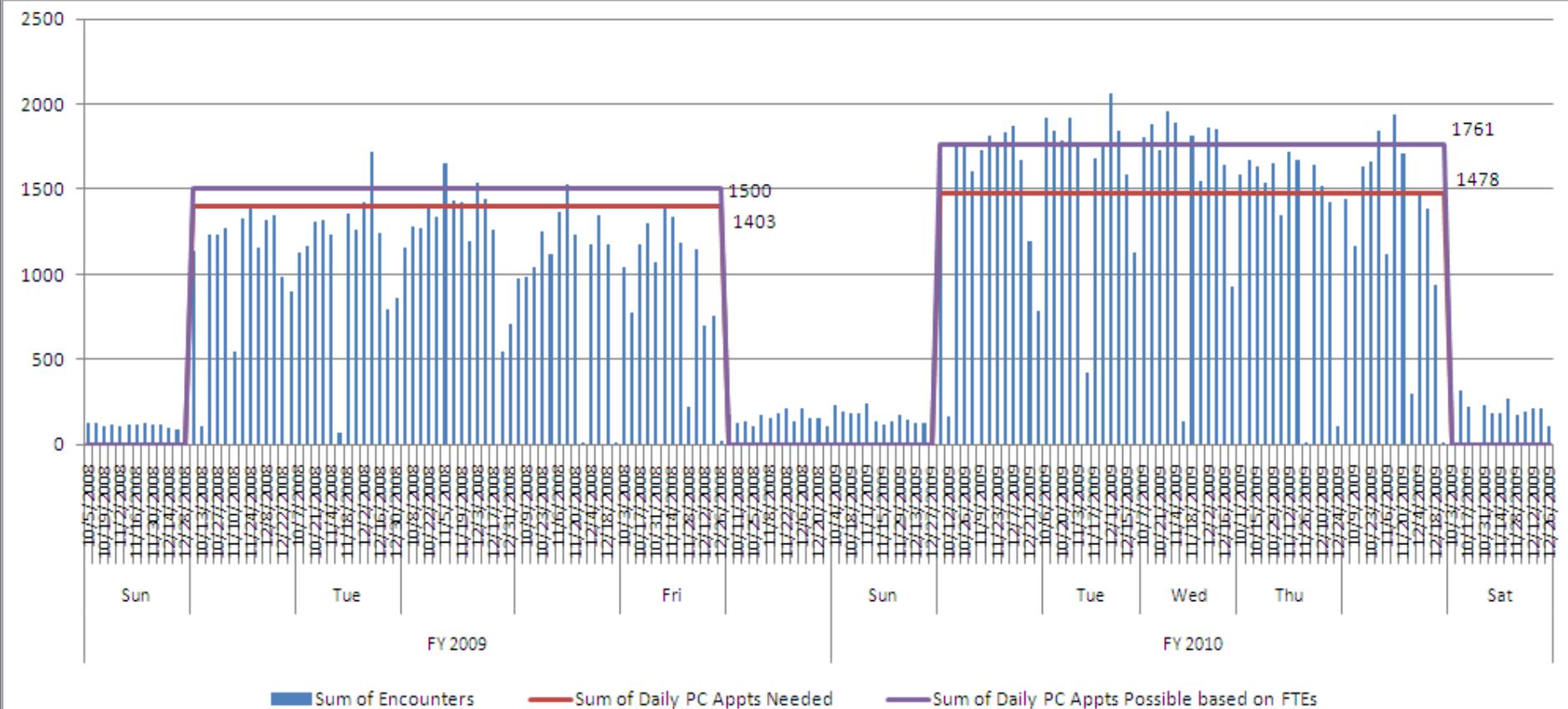
	Oct08-Dec08	Oct09-Dec09
Total Enrollees	94,666	98,948
PC Provider FTEs	71.44	83.84

PC URs	Oct08-Dec08	Oct09-Dec09
Prime	3.5	3.5
Tplus	6.44	6.44

(Target primary care encounters per beneficiary)

Primary Care Encounters

Oct08-Dec08 & Oct09-Dec09

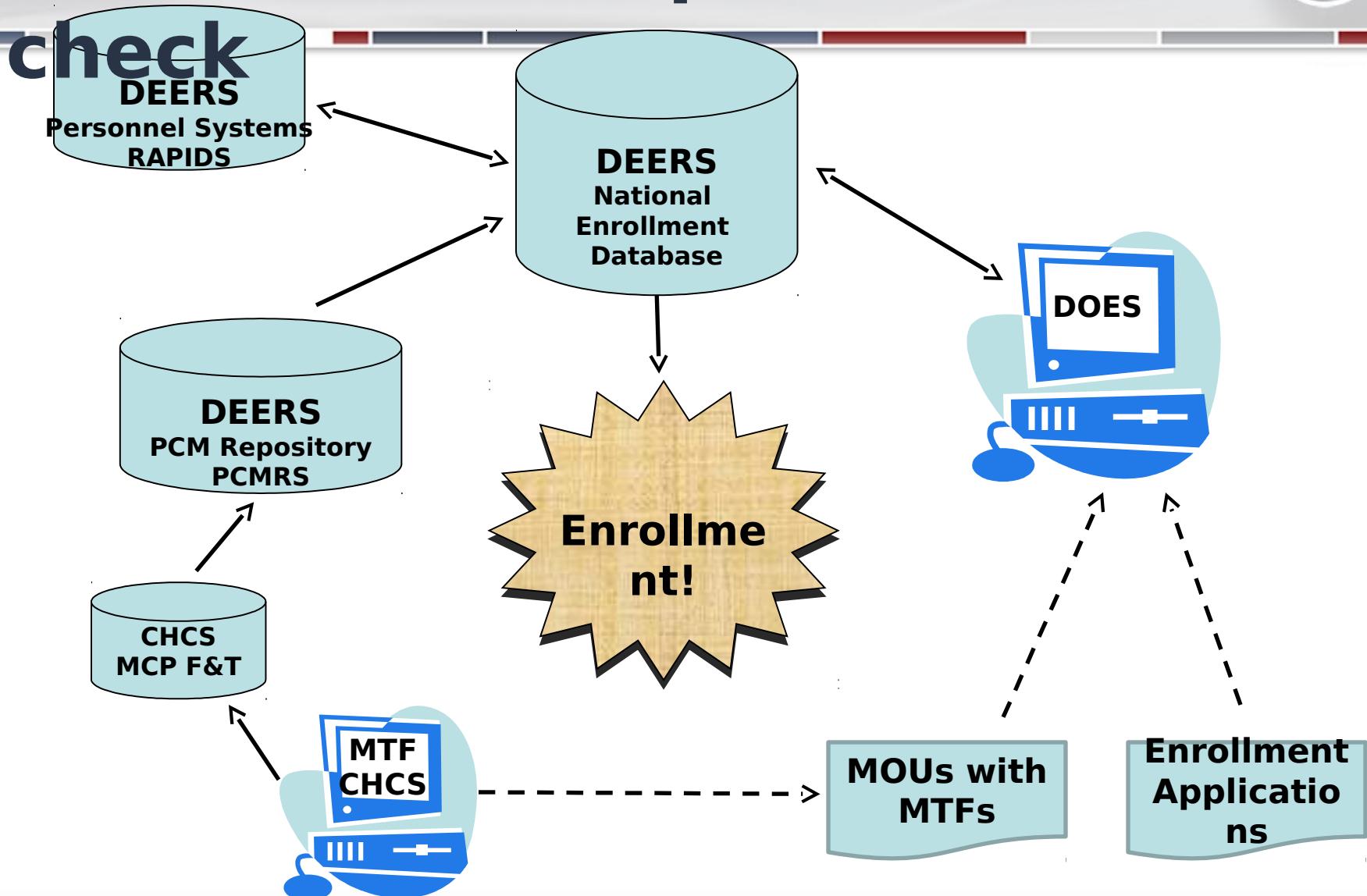


Completed Encounters = Competed encounters in Primary Care product line at all DMISes, minus: t-cons, inferred SADRs, BHA1 and BHA2. Data source: M2, pulled 8 Jan 10.

Required = ((Prime enrolled population * Prime utilization rate) + (TPlus empanelled population * TPlus utilization rate))+ current volume of Space A encounters-WTU credit. Data source: Enrollment Capacity Models: Mar 09 version(09_03) and Dec 09 version(09_12).



TOC tool for empanelment





- Provides view of enrollee assignment
- Daily snapshot of data extracted CHCS Host Platform.
- The PCM assignment process affects clinic's ability to provide continuity of care to their patients.
- The panel assignment size and makeup must be constructed so that PCMs can see their own assigned patients.
- Improper distribution of enrollee assignment could result either in unequal workloads or a breakdown in continuity as patients are referred from the overloaded panel to open appointments with other PCMs.

CHCS PCM CAPACITY AND ASSIGNMENT REPORT (1)

Additional Reports

CHCS PCM By Region

Data as of 11/04/2010

These Values will be impacted by any unresolved NED PIT Discrepancies residing on a CHCS platform. To identify current NED PIT Discrepancies, please see the NED PIT Discrepancy Report. Assignment data will only (count) show for those beneficiaries who have successfully transmitted to the NED PATIENT file within CHCS. This information should NOT supersede the information provided by DMDC, as DEERS is the system of record for all enrollment/assignment information.

Current Path: Army , SRMC , **BLANCHFIELD ACH-FT. CAMPBELL (0060)**Drill up to: [MHS Level View](#) [Command](#) [Facility Level](#) [Group Level](#) [Clinic Level](#)

NED Provider Group	Provider Maximum Capacity	Provider Assignment	Active Duty Capacity	Active Duty	AD Family Capacity	AD Family Assignment	Retiree Capacity	Retiree Assignments	Ret Family Capacity	Ret Family Assignments	Tricare Plus	Tricare Plus Count	Other Prime Capacity	Other Prime Count
BLUE TEAM A	5995	5479	4985	192	5995	4445	4985	341	5995	451	4985	35	5995	15
BLUE TEAM B	5656	5743	5656	207	5656	4867	5656	246	5656	392	5656	15	5656	16
BLUE TEAM C	4975	4723	4975	167	4975	4154	4975	147	4975	231	4975	15	4975	9
BLUE TEAM D	3109	3941	3109	136	3109	3482	3109	131	3109	179	3109	5	3109	8
GOLD TEAM A	0	1533	0	11	0	46	0	657	0	561	0	248	0	10
GOLD TEAM B	0	1366	0	13	0	19	0	578	0	515	0	231	0	10
WARRIOR CARE GROUP	1000	707	1000	707	0	0	0	0	0	0	0	0	0	0
WHITE TEAM A	0	3244	0	88	0	2564	0	240	0	330	0	14	0	8
YOUNG EAGLE	5985	7509	0	0	5985	7245	0	0	5985	262	0	0	5985	2
BLANCHFIELD ACH-FT. CAMPBELL (0060)	26720	34245	19725	1521	25720	26822	18725	2340	25720	2921	18725	563	25720	78
SRMC	514856	469895	283185	181189	249045	185870	123074	34832	150104	48669	84416	17576	91596	1759
Army	1566541	1445343	876176	558598	804880	595422	359348	91516	422120	126873	318042	68944	262793	3990

Notes:

1. This tool should NOT be used as a metric for the MHS or its leadership, NOR is it intended to replace DEERS as the system of record. The intent is to provide MTF end-users with the ability to monitor capacities and assignments within CHCS, since there is an impact on the official source, DEERS. This report contains a daily snapshot of data from the NED Provider Group, which is extracted (a few minutes after midnight) from each CHCS Host Platform.

2. The Branch of Service and Health Service Being relationship are based on the master DMIS ID table downloaded from www.dmisid.com (<http://www.dmisid.com>), specifically within the field, "Facility Service Code". The information is imported and displayed and has not been altered. Questions or comments

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http://mytoc.tma.osd.mil/businesso... 1 / 1 BLUE CLINIC (BGAB) 100%

CHCS PCM CAPACITY AND ASSIGNMENT REPORT (1)

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[Drill up to:](#)
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GEORM	1010	996	1010	39	1010	822	1010	60	1010	70	1010	1	1010	4
HESSMEL	970	969	970	30	970	832	970	37	970	67	970	0	970	3
JOHAA	561	539	561	18	561	453	561	33	561	29	561	5	561	1
PATELJ	1170	1140	1170	0	1170	1109	1170	0	1170	30	1170	0	1170	1
VAIRIS	935	974	935	26	935	790	935	50	935	101	935	7	935	0
WORKBAR	1010	1125	1010	94	1010	861	1010	66	1010	95	1010	2	1010	7
BLUE CLINIC (BGAB)	5656	5743	5656	207	5656	4867	5656	246	5656	392	5656	15	5656	16
BLUE TEAM B	5656	5743	5656	207	5656	4867	5656	246	5656	392	5656	15	5656	16
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PCM Capacity and Assignment Report: JAN 2011

COMMAND	CAPACITY	ASSIGNED
MHS	15,546,019	3,557,376
ARMY	1,523,404 *	1,440,793
ERMC	122,919	103,604
NRMC	414,036	405,544
PRMC	103,691	89,257
SRMC	506,374	473,658
WRMC	376,384	368,728

* Total Army Capacity does not include an additional 400 Capacity at No Command included on the TOC Report

DATA SOURCE: TRICARE Operations Center (TOC) / REPORT: Primary Care Manager (PCM) Capacity and Assignment / DATE: As of 01/04/2011

CAPACITY MODEL (data rolling 12 through September 2010)

Productivity: Provider Labor Support Staff Utilization: <65 65+

	Parent	Child	Underenrolled 2,814
DEWITT ACH-FT, BELVOIR		*	
	Standard	Rolling 12	Potential
Enrollment (less WTU credit)		86,586	89,399
Prime (<65)		79,621	82,229
Plus (65+)		6,965	7,193
-----	-----	-----	-----
Prime (<65)	4.1	2.9	3.5
Plus (65+)	6.4	3.5	6.4
Demand:		257,697	396,621
Prime (<65)		233,224	350,233
Plus (65+)		24,473	46,388
Provider to Pop Ratio:	1,101	1,155	1,193
Providers (Available FTE)		74.9	74.9
Support Ratio	2.8	3.7	2.8
Support (Available FTEs)		274.1	213.6
Enc / Provider / Day	21.0	13.6	21.0
Annual Enc / Provider	5,292	3,438	5,292

Stoplights are an indicator of efficiency areas for further investigation at MTF.

Category	Value
Enrolled work <65	350,233
Plus work	46,388
Non-enrolled AD work	5,643
Non-enrolled non-AD work	9,457
Available FTE (provider)	3
Available FTE (support)	8
Enrollment Equivalent	3,683

Category	Value
Historical Work (All)	257,697
Historical Work (Enrollee)	257,697
Enrolled work <65	233,224
Plus work	24,473
Non-enrolled AD work	5,643
Non-enrolled non-AD work	9,457
Available FTE (provider)	3
Available FTE (support)	8
Enrollment Equivalent	3,683

Workload tables show breakout by type of care.

(TOP) Potential work based on primary care provider available FTEs at 21 encounters per provider per day.

Type of Care	Percentage
A (Inpatient)	6.5%
B (Ambulatory-NONPC)	4.8%
B (Ambulatory-PC)	21.0%
C (Dental)	1.0%
D (Ancillary)	1.0%
E- (Support/Admin)	19.4%
EBA/EBC- (Command)	12.3%
EBE (GME)	1.8%
F (Special Programs)	10.3%
G (Medical Readiness)	10.6%
Military Prim Care Provider	7.54%
Civilian Prim Care Provider	10.02%
Contract Prim Care Provider	34.53%
Other Prim Care Provider	20.4%
Total Labor (Primary Care)	72.43%
Nonavailable FTE	15.5%
Prim Care Labor (w/ E add-in)	77.7%

(BOTTOM) Historical work from M2, based on rolling 12 months of records expected to be complete to-date.

Unmapped E available FTE 7.6

Note: This is E-labor for the following Service Occupation Codes:

- 0602 Medical Officer
- 0603 PA
- 06102N Nurse Practitioner

Slide 52 of 25

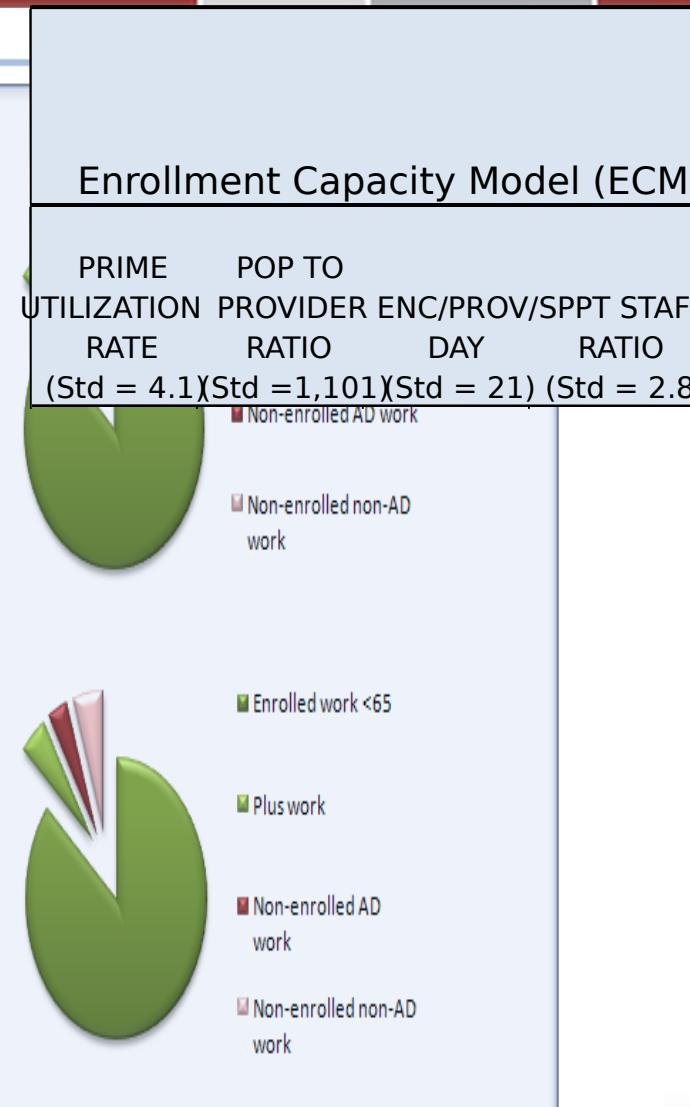


Enrollment Capacity Model

CAPACITY MODEL (

Workload

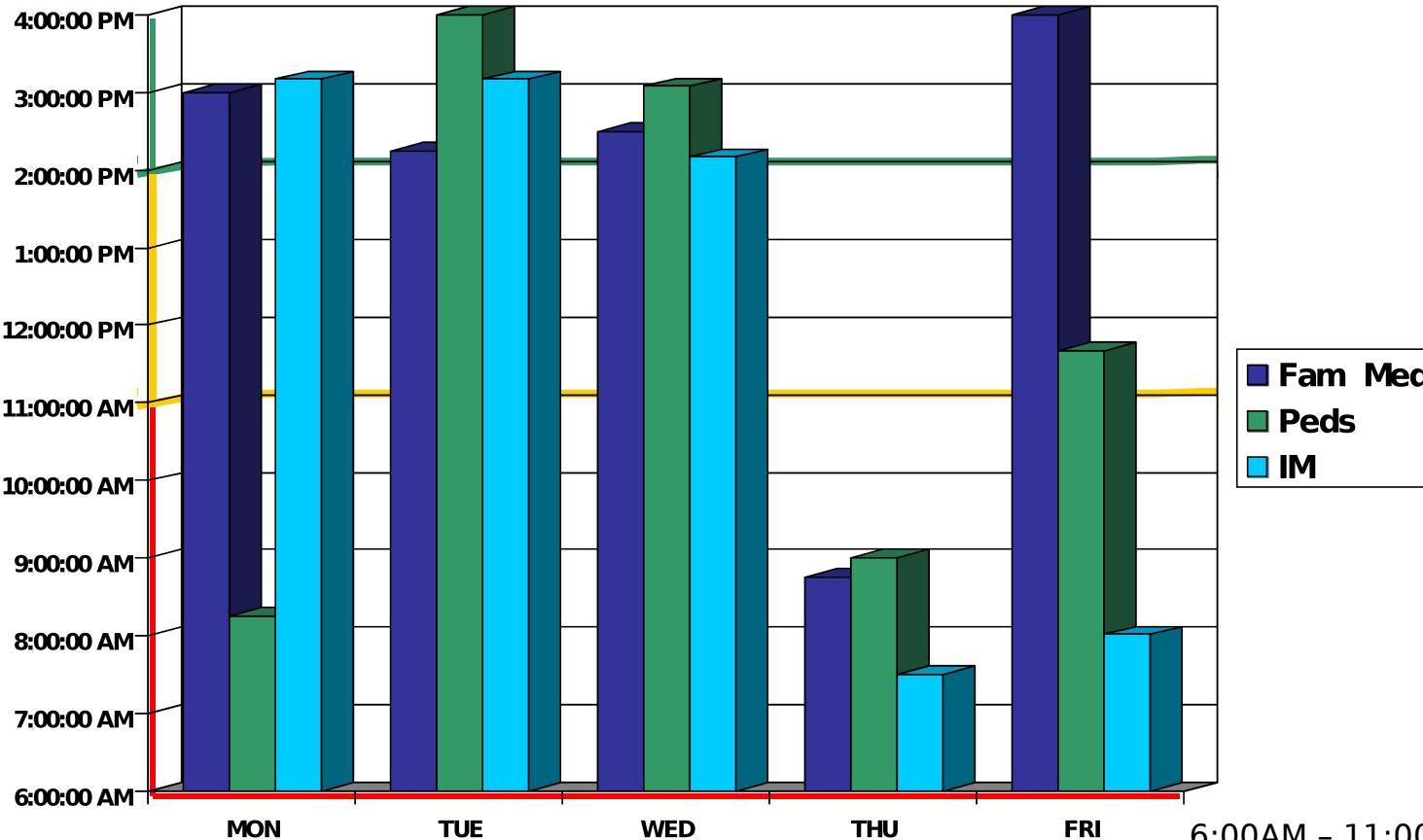
	Standard	Rolling 12	Potential
Utilization (visit / enrollee):			
Prime (<65)	4.1	3.1	3.7
Plus (65+)	6.4	4.3	6.4
Demand:		357,937	390,995
Prime (<65)		338,867	368,177
Plus (65+)		19,070	22,818
Provider to Pop Ratio:	1,101	1,531	1,215
Providers (Available FTE)		73.9	73.9
Support Ratio	2.8	4.8	2.8
Support (Available FTEs)		353.8	210.5
Enc / Provider / Day	21.0	19.2	21.0
Annual Enc / Provider	5,292	4,845	5,292





- Foundation for patients to have access and continuity with their PCM is when right provider, at the right time, and in the right place is enrollment process.
- Panel Size must be based on PCM's clinic availability
- Less time in clinic decreases continuity of care
- PCM Clinic time must match panel size, if less than required result is not enough access to meet demand.....

FHC 14-18 JAN 08 Access to Care Status: GREEN



6:00AM - 11:00AM = RED
11:00AM - 14:00PM = AMBER
14:00PM - 17:00PM = GREEN

